

Message Text

UNCLASSIFIED

PAGE 01 PANAMA 03693 262222Z

64

ACTION ARA-20

INFO OCT-01 ISO-00 EB-11 XMB-07 AID-20 DOTE-00 DRC-01

RSC-01 /061 W

----- 041758

P R 262136Z JUN 74

FM AMEMBASSY PANAMA

TO USDOC PRIORITY

INFO SECSTATE WASHDC 1037

AMEMBASSY MEXICO CITY

UNCLAS PANAMA 3693

MEXICO FOR USTC

EO 11652: N/A

TAGS: BEXP, PN

SUBJ: SPECIAL TRADE OPPORTUNITY - AIR TERMINAL AND

GROUND SUPPORT EQUIPMENT FOR NEW TOCUMEN

INTERNATIONAL AIRPORT

REF: A) PANAMA A-93, MAY 16, 1974

B) PANAMA 3602, JUNE 22, 1974

PASS INFO EXIMBANK

1. SUMMARY. RECENT DECISION BY DIRECCION DE AERONAUTICA CIVIL (DAC) TO ATTEMPT TO EXPEDITE PROCUREMENT VIA NEGOTIATED CONTRACTS OF UP TO \$6 MILLION OF THE EQUIPMENT ITEMS FOR NEW TOCUMEN INTERNATIONAL AIRPORT REPRESENTS MAJOR EXPORT OPPORTUNITY. THESE ITEMS, FROM PASSENGER AND BAGGAGE MOVEMENT EQUIPMENT TO MORE COMPLEX NAVIGATION AIDS AND COMMUNICATIONS SYSTEMS, ARE DEDUCTIBLE OPTIONS ON BID SCHEDULE FOR NEW TOCUMEN INTERNATIONAL AIRPORT (PHASE III, TERMINAL CONTROL TOWER, GROUND SUPPORT, UTILITIES REPORTED REF A). FOREIGN SUPPLIERS MAY BY JULY 20 SUBMIT "LETTER OF INTENT" CONTAINING DATA ON APPROXIMATE COST, SUPPLIER CREDIT OR OTHER FINANCING IF AVAILABLE. ON AUGUST 1 PRE-QUALIFIED BIDDERS PRIME TERMINAL CONTRACT
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 PANAMA 03693 262222Z

ARE TO BE PROVIDED BID DOCUMENTS REFLECTING WHICH

ITEMS TO BE DEDUCTED FOR SEPARATE, NEGOTIATED CONTRACT PURCHASE. SUPPLIER CREDIT/ECIM FINANCING HIGHLY DESIRED FOR LATTER. SPECIAL USDOC HANDLING, POSSIBLY BY MEPD, NEEDED TO INFORM PRESPECTIVE SUPPLIERS AND FACILITATE EXIM FINANCING. END SUMMARY

2. IN AN EFFORT TO RECOVER FROM SCHEDULING DELAYS AND COST OVERRUNS ON THE NEW TOCUMEN INTERNATIONAL AIRPORT PROJECT, DAC HAS DECIDED TO ATTEMPT PROCUREMENT DIRECT FROM FOREIGN SUPPLIERS OF KEY EQUIPMENT FOR THIS PROJECT. AS REPORTED REF A, CONTRACTORS PRE-QUALIFIED BY JUNE 30 WILL BE INVITED AUGUST 1 TO SUBMIT BIDS BY NOVEMBER 1 ON OVERALL PROJECT (PHASE III) FOR TERMINAL, CONTROL TOWER, CRASH-RESCUE BUILDING, UTILITIES/SERVICE/GROUND-SUPPORT FACILITIES. HOWEVER, UNTIL JULY 20 DAC WILL CONSIDER PROPOSALS FROM MANUFACTURERS/SUPPLIERS FOR PROCUREMENT UNDER NEGOTIATED CONTRACTS FOR FOLLOWING: PASSENGER LOADING BRIDGES, ELEVATORS AND DUMBWAITERS, BAGGAGE CONVEYER SYSTEMS, ESCALATORS, PA SYSTEM, FLIGHT INFO DISPLAY AND CLOCK SYSTEM, AIRCRAFT GUIDE-IN SYSTEM, TELEPHONE EXCHANGE, CONTROL TOWER INTEGRATED COMMO SYSTEM, MAIN AND STANDBY ELECTRICAL PLANT SYSTEMS AND POSSIBLY ELECTRICAL DISTRIBUTION SYSTEM. THESE ITEMS, VALUED AT \$3-6 MILLION OUT OF \$20 TO 25 MILLION PHASE III ESTIMATED COST, ARE NUMBERED 26 AND 28 TO 38 OF BID SCHEDULE WHICH COURIER POUCHED BY EMBASSY TODAY TO STATE DEPARTMENT ADDRESSED USDOC/MEPD/BIC 262. ETA JUNE 27 AT STATE.

3. IBRD, WHICH PROVIDING \$20 MILLION LOAN FOR ENTIRE PROJECT, INCLUDING RUNWAYS, LIGHTING, HAS REPORTEDLY AGREED IN PRINCIPLE TO EXTRACTING THESE PRIME ITEMS FROM PHASE III BIDDING. HOWEVER, PROPOSALS SHOULD BE RECEIVED BY DAC BY JULY 20 TO ENABLE IT AMEND PROJECT BID DOCUMENTS PRIOR TO SUBMISSION TO IBRD FOR APPROVAL. PROPOSALS CAN BE "LETTERS OF INTENT," RATHER THAN FIRM COMMITMENT, AND SHOULD SHOW APPROXIMATE PRICE, STATE SUPPLIER/OTHER FINANCING AND TERMS. FIRMS MAKING PROPOSALS THEN WOULD BE SELECTED FOR NEGOTIATED CONTRACTS FOR SUPPLY AND, AS NEEDED, FOR INSTALLATION OR CHECKOUT SERVICES. UNCLASSIFIED

UNCLASSIFIED

PAGE 03 PANAMA 03693 262222Z

PRESENT PLAN IS FOR PRIME CONTRACTOR TO MAKE INSTALLATIONS WHERE POSSIBLE. MEANWHILE (AUGUST-OCTOBER) PREQUALIFIED BIDDERS ON OVERALL TERMINAL PROJECT WOULD PREPARE BIDS LESS THESE EQUIPMENT ITEMS.

4. WHILE MAIN REASON FOR SEPARATE PROCUREMENT OF EQUIPMENT IS THAT PROJECT BEHIND SCHEDULE, DAC HAS ENCOUNTERED COST OVERRUNS, AND ADDITIONAL FINANCING NEEDED. SO IT HOPES THAT

EXPORT CREDIT AGENCIES OF PRINCIPAL SUPPLIER COUNTRIES
WILL BE ABLE JOIN PROSPECTIVE SUPPLIERS IN EXTENDING
CREDITS. IF WARRANTED BY PROJECT SIZE AND JULY 20
DEADLINE, USDOC MAY WISH ESTABLISH SMALL TASK FORCE IN
MEPD TO CONTACT SUPPLIERS AND DISCUSS EITHER PACKAGE OR
INDIVIDUAL SUPPLIER FINANCING WITH EXIMBANK.

5. DAC HAS PREFERENCE FOR US EQUIPMENT BECAUSE OF
ADMITTEDLY BETTER PARTS, SERVICE FROM US FIRMS.
WESTINGHOUSE SUPPLYING RUNWAY LIGHTS, PARSONS (CALIFORNIA)
WAS CONSULTANT ON DESIGN, SO US SPECIFICATIONS USED.
HANNON ENGINEERING (LOS ANGELES) ADVISED PARSONS ON PA
SYSTEM. DAC INTERESTED IN ITT COMMUNICATION EQUIPMENT
AND HAS BEEN IN TOUCH WITH DATEX DIV OF CONRAC CORP
(DUARTE, CALIF.) ON RELATED GEAR. AMONG PRIME CONTRACTORS
EXPRESSING INTEREST IN PROJECT ARE PERINI (BOSTON AND
CALIFORNIA), M-K, CAPITAL SHLOMO-GLICKSBERG, BOECON,
(N.J.). DAC ALSO INTERESTED IN FISCHBAK & MOORE, INC.
(DALLAS) FOR ELECTRICAL CONTRACT.

6. BID DOCUMENTS, SPECIFICATIONS AVAILABLE AT IBRD
(KENNETH EWING) AND PARSONS CO. USDOC SHOULD RECEIVE ONE
SET DOCUMENTS MENTIONED PARA ONE ABOVE ON JUNE 27.

7. INTERESTED US SUPPLIERS MAY ADDRESS COMMUNICATIONS TO
HECTOR ABAD, DIRECTOR OF DAC OR AIRPORT PROJECT OFFICERS
DANIEL JIMENEZ OR ALFONSO REGIS AT:

DIRECCION DE AERONAUTICA CIVIL
BOX 7501
PANAMA T, PANAMA

TELEX 368618 AEROCIVIL
UNCLASSIFIED

UNCLASSIFIED

PAGE 04 PANAMA 03693 262222Z

TELEPHONE 25-0221
JORDEN

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 26 JUN 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974PANAMA03693
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740168-1119
From: PANAMA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740612/aaaaajvw.tel
Line Count: 156
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION ARA
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: A) PANAMA A-93, MAY 16, 1974
Review Action: RELEASED, APPROVED
Review Authority: martinjw
Review Comment: n/a
Review Content Flags:
Review Date: 12 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <12 JUN 2002 by phillir0>; APPROVED <13 JAN 2003 by martinjw>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIAL TRADE OPPORTUNITY - AIR TERMINAL AND GROUND SUPPORT EQUIPMENT FOR NEW TOCUMEN
TAGS: BEXP, PN
To: COM
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005